



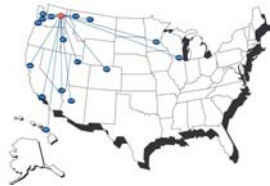
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Spokane International Airport

Organizational Structure



Passenger Service

- Ten Airlines
- Three Primary Cargo Carriers
- 68 Daily Departures
- Through June PAX up 10.11%
- Over 13,000 Available Seats
- Non-stop Service to 16 Cities
- 3,000,000 Annual Passengers
- 1.7 million reside in Market Area



Top 15 Markets (bold denotes nonstop service)

Calendar Year 2003

1. Seattle	496,120
2. Portland	211,590
3. Boise	132,430
4. Salt Lake City	100,900
5. Phoenix	95,230
6. Las Vegas	95,130
7. Oakland	95,070
8. Los Angeles	91,020
9. Sacramento	74,950
10. San Diego	68,070
11. Denver	57,920
12. Reno	46,980
13. San Jose	45,350
14. Chicago	45,270
15. Ontario, CA	44,490

Capital Improvements

2003 - 2006 Projects in Estimated Dollar Amounts:

ATCT Construction	\$28,000,000 (F&E/Non airport funds) - 2004 - 07
3,000' Extension of Runway 3/21	\$ 8,100,000(PFC) - 2005
Rehabilitate Terminal Apron	\$ 5,000,000 (AIP) - 2005
Taxiway C	\$ 4,950,000 (AIP) - 2005
Speculative Building, ABP	\$ 3,500,000 (General Revenues) - 2005
Flight Center Relocation	\$ 1,450,000 (General Revenue) - 2005
Ticketing Area Renovation	\$ 1,000,000 (PFC) - 2005
EDS Terminal Modifications	\$ 8,828,527, Lydig Construction (AIP) - 2004
General Aviation Apron Construction	\$ 3,934,840, Acme Concrete Paving (AIP) - 2004
Overlay of Runway 3/21	\$ 3,626,063, Inland Asphalt (AIP) - 2004
Technology Park Roadways	\$ 1,777,321, Murphy Bros. (General Revenues) - 2004
Taxiway G, F to Runway 21	\$ 9,188,500, Acme Concrete Paving (AIP) - 2003
Taxiway G, F to Runway 3	\$ 7,620,009, Acme Concrete Paving (AIP) - 2003
Parking Garage Helix Renovations	\$ 903,301, John Rohrer Construction (Gen. Revs) - 2003
Entry Feature Rehabilitation	\$ 874,071, RRACO (General Revenues) - 2003
Storm Water Protection Improvements	\$ 450,000 (General Revenues) - 2003
Escalator Replacement	\$ 315,202, Schindler Elevator (Gen. Revs) - 2003
Fuel Dispensing Facility	\$ 248,364, Granite Petroleum (General Revenues) - 2003
TOTAL:	\$87,988,877

Cargo is a Priority at SIA

Services and Facilities Include:

- ✓ On-site US Customs
- ✓ Refrigerated Storage
(within 5 km of airport)
- ✓ Warehouses
- ✓ Foreign-Trade Zone Status
- ✓ Adjacent Airport Business Park
- ✓ \$41 million USD Programmed Airfield Improvements



State of Washington Policy Strengths

- The Fact that you are here today
- Leading Trading Missions
- Financial Support of the International Trade Alliance
- Participation in ITA Sponsored Seminars Programs

Opportunities to Enhance Trade

With regards to our State's Foreign Trade Offices, we seek:

- Additional Emphasis regarding our International Trade Capabilities
- Establish an Identity
- Communications Exchange
- Complementary efforts, not competitive
- Emphasize our surface transportation connectivity

What can we do?

With our Facility as a Focal Point, We need to Present a Focused Plan, a "Spokane Airport" in Box or Container, that elaborates on:

- Existing Trucking Firms
- Transportation Connectivity
- Travel Times and Distances
- Key Regional Customers
- Manufacturing Levels
- Trucking Costs
- Warehousing Costs and Capabilities
- US Customs Inspection Capabilities



Thank You!

